

Free Distribution Program for WAISserver 10 Meg Software

Draft 2.0

Objective

WAIS Inc. desires to set up a highly automated method to distribute a version of the commercial WAISserver product that is limited to searching databases of less than 10 megs of text. The limited version distribution is intended to allow widespread adoption of the WAIS Inc technology and increase WAISserver sales while reducing the support burden of those sales.

In addition, valuable information about customer preferences and intentions will be captured for sales and marketing purposes. Users of the free servers may subscribe to an email users group alias, will have access to online documentation, and will be able to upgrade to full WAISserver licenses at an aggressively discounted price.

Elements of the service

A distribution system from the WAIS Inc. home pages will be developed that requires:

- user registration with email verification
- acceptance of the appropriate license agreement
- access to a restricted area for online documentation, binary downloads
- automated distribution of configuration file tied to users IP number

Registered users will become part of a users group and will subscribe to a monitored email list where they can help each other use WAISserver10. Also, in conjunction with this program, users have the option to register their database in the directory-of-servers and/or on a listing of WAIS-powered web sites.

Registration:

Users will fill out a form specifying their contact information, intended uses of the server, the option of subscribing to the users group email list, and

acceptance of the terms of the distribution license. The elements of the form will closely resemble the form now in place at Kaleida Labs. The distribution license will restrict usage to a single computer CPU (with hot backup), and with no redistribution or additional rights to copy the software.

System Requirements, installation instructions, and upgrade options will be provided in the form.

When a user submits their completed form, the system will check their form for completeness and appropriate syntax, and an email message will be automatically sent to them that directs them to the restricted URL of the distribution server.

Their email address will be automatically added to the user group email list unless the user specifically declines this option, in which case they are only able to use documentation for support. Their email address will also be added to the registration database of the distribution server.

Their IP number will be added to the registration database and retrieved for confirmation purposes for auto-creation of their configuration file and for confirming their configuration file at the time of download.

Distribution Server

The front page of the distribution URL will require the user to provide their email address for access to other pages in the server system. Once accepted into the service, the user may access online documentation, may pick from a pull down menu of supported configurations to download binary server files, and may access information for purchasing an upgrade to WAISserver.

The WAISserver free version will be limited to only searching databases of <10 megs, but will be able to create indexes of unlimited size (for evaluation purposes). Documentation alerting users to the appropriate use (what to do when they can't search databases that are oversize, etc.) will be provided.

Estimated file sizes of each downloadable binary file will be displayed to user so they can estimate download time and assure that they have sufficient space to load the file. Users will be able to download the files, unpack and install them to their server, and begin operations without direct WAIS Inc. support.

Along with the binary files will be the configuration file that contains the IP number submitted in the registration process. The user will be presented with a verification screen prior to download. If the IP number or their

machine information is inaccurate, they will be able to edit the information contained in the registration database in order to obtain a correct configuration file.

Potential customers for other versions of WAISserver will be directed to the free distribution service as a mechanism to evaluate WAISserver prior to purchase, because participating in the free distribution program allows them a discount on an upgrade.

Upgrade Option

When a registered user of the free version of WAISserver wishes to upgrade to a full version, they can prepare a purchase order for the upgrade price by accessing upgrade information from the restricted area in the distribution server. A WAIS Inc. sales representative can then call the user and process the purchase order, confirm the IP number of the machine being licensed, and authorize the appropriate server download.

Registered users of the free distribution software may also have the option to apply for a 30-day evaluation of the full version of WAISserver without losing their upgrade discount privileges. Full technical support will be available to those users who purchase the full evaluation or upgrade options.

Assumptions

Registered users of the free distribution will not be allowed to call in to WAIS Inc. for technical support. All support will be through the users group and online documentation. The users group program can be expanded beyond email to included bulletin boards and other mechanisms. This users group might become a valuable audience for early release of new modules and server features from WAIS Inc.

A method of enforcing the WAIS Inc. support restrictions will be needed. If our direct support phone numbers or email addresses become known to users who are not either paying customers or evaluators, the volume of calls could bring technical support for our qualified customers to a grinding halt.

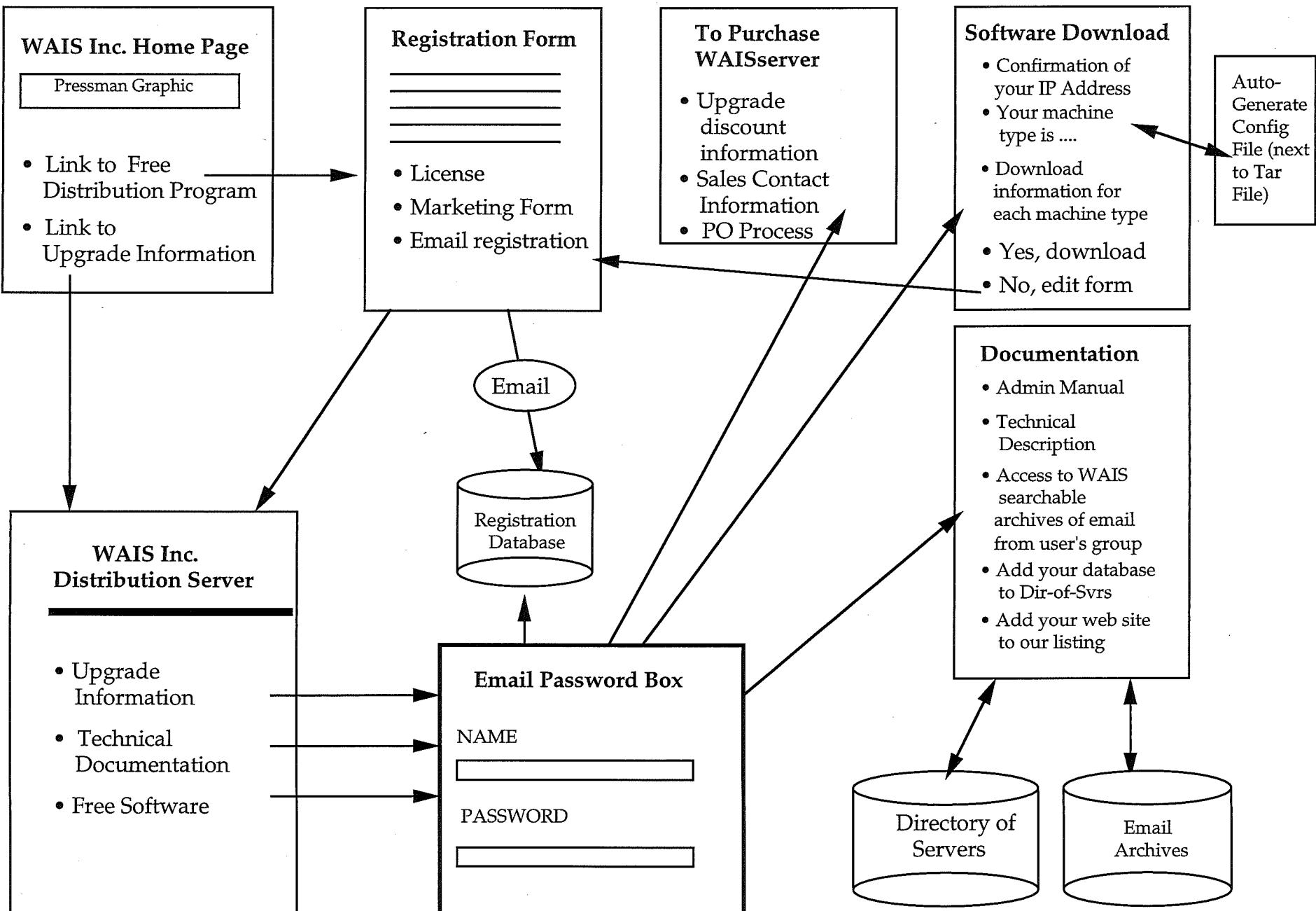
In parallel, the support@wais.com email address will be set to accept only email from qualified evaluation sites and paying customers.

Tasks

- Creation of HTML form, registration, license, etc.

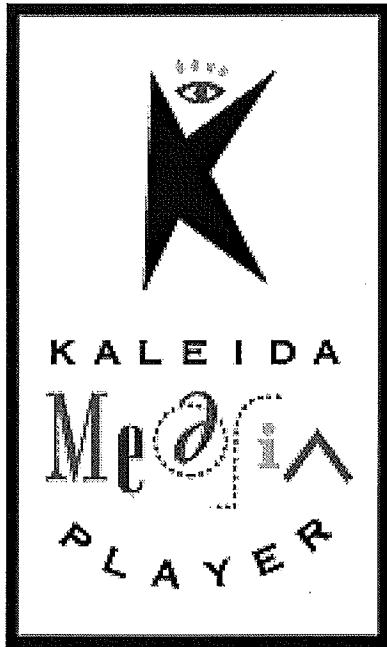
- Specification and implementation
- Syntax checking of submitted form data
 - Specification and implementation
- Creating and maintaining a database of user information
 - Specification and implementation
- Automatic email confirmation system
 - Addition of confirmed user name to restricted access list for distribution server
- Creation of distribution server
 - Restricted access for binary downloads, technical documentation, and upgrade information
 - Confirmation of user IP number prior to download
 - Auto-creation of configuration file for inclusion with download
 - Specification and implementation
- Creation of users group email list
 - Archive database of users group email list to be searchable from restricted HTML pages
 - Specification and implementation
- Creation of an HTML site which allows users to register both their WAIS-powered web site and a way to register their WAIS databases on the Directory-of-Servers
- Completion of software and update technical documentation
 - Restrictions on current software
 - Porting to all supported versions
 - Update technical documentation
 - Loading software on to distribution server
- Engage production services for development of registration and distribution services
 - Build specification and mockup for service
 - Produce the service
 - Update Directory-of-Servers mechanism
 - Create mechanism for alpha listing of WAIS-powered web sites
- Engage operations in setup of machines and database maintenance procedures

System Diagram



Sample Software Distribution Forms from the Web

- **Kaleida Labs**
- **Netscape
Communications**



Obtaining the KMP

This page contains information on obtaining, installing, and using the Web-accessible [Kaleida Media Player](#) 1.0 ("KMP") free of charge.

The KMP you will receive is that provided to developers in Kaleida's ScriptX Language Kit V 1.0. Please note that very little documentation and no technical support are included with this free Web-accessible KMP.

To obtain and use your free copy of the KMP you must simply read and agree to the terms of the boiler-plate license agreement drafted by our neurotic lawyers and fill-out a brief questionnaire. Do not worry -- the answers to your questions will be used by Kaleida to better serve our users. We do not intend to sell our data base to Arizona real estate promoters.

As the license agreement states, the KMP you download is provided only for your own use. If your friends or customers want copies, please point them to this Kaleida Web page -- please do not mirror the KMP download! If you have a great idea (or better yet a real product) that motivates you to distribute copies of the KMP to others, you should contact our friendly Kaleida customer support people who will help you get a KMP distribution license.

Your free license to use the accompanying copy of the KMP is indefinite--you may use this copy of the Kaleida Media Player forever without paying a dime for it. Kaleida may charge for future versions of the Kaleida Media Player, but this copy is provided to you on the house, free of charge forever. Such a deal!

Using the KMP

Once you have your copy of the KMP, [set it up as a helper application](#) for your Web browser, and you can start trying out our [Web-distributed examples](#) of cross-platform multimedia titles.

Note that the KMP is only for playback of ScriptX multimedia applications. To develop such applications, you need the [ScriptX Language Kit](#). If you buy the ScriptX Language Kit and want to write cross-platform freeware and shareware, we encourage you to do so, and to point your users to the KMP distribution at this site.

System Requirements

The Kaleida Media Player minimum requirements are:

- For Windows
- For Macintosh

We support a wide range of PC configurations.

Installation Instructions

For the Macintosh, we provide a self-extracting archive in BinHex format. The archive contains the KMP executable, anim.sxl (the ScriptX Animation class library), the license agreement, and a "Read Me" file with a few technical notes. You should be able to begin using the KMP executable right away.

For Windows 3.1, we provide an archive in ZIP format. You should create a KMPDIR directory to hold the archive before unpacking it. The archive contains the KMP.EXE executable, KMP.SYM, SCRIPTX.DLL, ANIM.SXL (the ScriptX Animation class library), the license agreement, WEMU387.386 (for PCs with no floating-point unit), and a README.TXT file with a few technical notes. Keep the DLL, SYM, and SXL files in the same directory as the KMP.

Although the KMP is a standalone application, for ease of management we suggest keeping it and other ScriptX-related files in a special ScriptX-dedicated directory. You may want to add another ScriptX library container file, for example, or add loadable extensions which will require a local subdirectory.

Kaleida Labs Electronic End User License Agreement

NOTICE TO USER:

THIS IS A CONTRACT. BY INSTALLING THE ACCOMPANYING COPY OF THE KALEIDA MEDIA PLAYER YOU ACCEPT ALL TERMS AND CONDITIONS OF THIS AGREEMENT.

This Kaleida Labs, Inc. ("Kaleida") End User License Agreement accompanies a copy of the Kaleida Media Player ("KMP") and related explanatory written materials. The term "Software" in this agreement shall refer to the KMP, the related explanatory materials and any upgrades, modified versions or updates of the KMP licensed to you by Kaleida. This copy of the Software is licensed to you as an end user only. **PLEASE READ THIS AGREEMENT CAREFULLY.**

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 - *You may* install and use the Software on a single computer, and *you may* make one backup copy of the Software provided that your backup copy is not installed on any computer. If a version of the Software is permanently installed on a hard disk or other storage device on a computer and you are the primary user of that computer, *you may also* install and use that version of the Software on a portable or home computer provided that the same version of the software is never used by more than one person at the same time.
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- 3. Use of the ScriptX Language and Class Library.** The ScriptX Language and Class Library ("ScriptX") embodied in the Software is a copyrighted work of Kaleida. ScriptX also contains technology described in pending U.S. patent applications. You may use and copy ScriptX solely for

the purpose of creating software products that run on the Kaleida Media Player by writing computer source code that is compiled into object code by the ScriptX Language Kit. You may not use or copy ScriptX for the purpose of writing computer source code that is compiled into object code or otherwise executed with software supplied by any other provider who has not been expressly licensed for that purpose by Kaleida.

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You can now go on to the [form for downloading the KMP](#).

KMP Download Questionnaire

Before you download the KMP, we request that you fill out the following questionnaire, particularly the fields whose names are emphasized. This information will help Kaleida Labs understand the development plans and needs of our users.

The download occurs in a fashion determined by your browser's handling of archive file types. For example, Netscape Navigator on the Macintosh is often set up to automatically expand BinHex files into Netscape's "Temporary" folder -- the System folder, by default -- and so that's where you'd find the downloaded KMP archive.

Name (First, Initial, Last):

John Duhring

Organization: WAIS Inc

Title: VP

Division:

Phone: 415 356 5406

Fax: 415 356 5444

Email Address: duhring@wais.com

Address:

690 5th St.

City: San Francisco

US State: CA

US Zip: 94107

Non-USA - Country:

Province:

Postal Code:

Would you like to be placed on a list to receive Kaleida announcements?

Customer Category (check all that apply):

Multimedia Consultant

Corporate Application Developer

Multimedia Title Provider

Entertainment

Reference

Consumer Education

Vertical Market

Education K-12

Education - Higher Ed

Simulations

Kiosks

Corporate Communications

Computer Based Training

Multimedia Tool Developer

Distributor

Media Company

Publisher

Film & Television

Music Industry

On-line/Network Services Provider

Institutions

Non-Profit

University

University Extension

Third Party Trainer

Government, Specify:

Multimedia System Integrator

Multimedia Hardware Vendor

Other, Specify:

I have read and I agree to the terms of the accompanying
Kaleida Electronic End User License Agreement:

On which platform would you like to run the KMP?

Windows 3.1 (975K ZIP file)
 Macintosh (1031K BinHexed self-extracting archive)

[Download KMP](#) **[Reset Form](#)**

If you have problems with this form or with the downloaded kit, [check here for help](#).

If you'd like, you can now go on to configure your new [KMP as a helper application](#) for your Web browser.

[[Kaleida Labs home page](#) | [Contacting Kaleida](#) | [Catalog](#) | [tm](#)]

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UNLIMITED MILEAGE

Welcome to the Netscape Server Test Drive Program, designed to give businesses a chance to experience Netscape's powerful server software products. We encourage users to read detailed specs about the [Netscape Communications Server](#) and [Netscape Commerce Server](#) before making their evaluation decision.

This isn't a beta. This isn't a demo. This is real shipping server software.



The Server Test Drive Program gives users the opportunity to evaluate Netscape Server software under real-world business conditions. Please note the following program guidelines:

- Users are entitled to use the software free of charge for 60 days; after that they will need to purchase the commercial product or discontinue use.
- The Server Test Drive is now enhanced for the enterprise, with **improved access for users behind a firewall**.
- Users must comply with the terms of the Netscape Server Test Drive [Licensing Agreement](#).
- Users must complete the registration form to be eligible to download the software.
- Users agree to be self-supporting through the Server Test Drive and Server Applications newsgroups and online help resources available in Netscape Server Central.
- Commerce Server users must purchase a signed digital certificate from [RSA Security](#).
- Netscape Server software runs on a variety of Unix platforms but can be downloaded for the Test Drive using Unix or PC operating systems. **Windows NT and BSD/OS versions are now available.**

If you meet these requirements and have read and agree with the licensing terms of the Test Drive program, please continue on your [Server Test Drive](#).



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[CONTACT INFO](#)

[NETSCAPE STORE](#)

[TABLE OF CONTENTS](#)

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SERVER TEST DRIVE

NETSCAPE SERVER TEST DRIVE APPLICATION

This is a 60-day trial program during which you may test and evaluate Netscape Server products. All trial participants are required to comply with the terms of the Netscape Test Drive License Agreement.

TEST DRIVE PARTICIPANT

Please enter your name and contact information. All fields must be completed.

First:	<input type="text"/>		
Last:	<input type="text"/>		
Title:	<input type="text"/>		
Company:	<input type="text"/>		
Address:	<input type="text"/>		
Address:	<input type="text"/>		
City:	<input type="text"/>		
State:	<input type="checkbox"/>	Zip:	<input type="text"/>
Phone:	<input type="text"/>		
Fax:	<input type="text"/>		
E-Mail:	<input type="text"/>		

VAR/OEM PARTNER REPRESENTATIVE

If you are currently working with a Netscape VAR or OEM partner, please enter their contact information here.

First:	<input type="text"/>		
Last:	<input type="text"/>		
Company:	<input type="text"/>		
Address:	<input type="text"/>		
Address:	<input type="text"/>		
City:	<input type="text"/>		
State:	<input type="checkbox"/>	Zip:	<input type="text"/>
Phone:	<input type="text"/>		
Fax:	<input type="text"/>		
E-Mail:	<input type="text"/>		

PARTICIPANT SURVEY

Please fill out this participant survey. All questions must be answered.

1. Which Web server products are you currently using?

NCSA
OpenMarket
Spyglass
Navisoft
Process Software

CERN
O'Reilly Website
Quarterdeck
Spry
None

2. Which server hardware/OS platform are you currently using?

Digital
Intel
Sun
IBM
Silicon Graphics

Windows NT (Digital)
Windows NT (Intel)
Hewlett-Packard
None

3. What is your preferred Web server OS (for the future)?

UNIX
Windows NT
Windows 95

OS/2 Warp
Macintosh

Other:

4. What is your primary job function?

Creative management
IS management
Executive management
Webmaster

Content development
Engineering
Sales/marketing management

Other:

5. How many employees work for your company?

1-100
101-500
501-1000

1001-5000
5001-10000
10000 or more

6. What is the primary business of your organization at your location?

Select Primary Business

7. How many computers/workstations are at your location?

1-100
101-500
501-1000

1001-5000
5001-10000
10000 or more

8. How many computers/workstations are TCP/IP enabled at your location?

0-10%
11-30%

51-70%
71-100%

31-50%

9. What type of Internet connection do you have
at your location?

Select Connection Type

10. Would you like the name of a reseller in your area?

Yes
 No

11. Which server product are you interested in test driving?

Netscape Commerce Server (Secure)
 Netscape Communications Server

Thank you for completing the Test Drive application. Once the form is submitted, we will process your application and shortly after send you an email message with instructions about how to obtain the server software.



ESCAPES

COMPANY &
PRODUCTS

NETSCAPE
STORE

NEWS &
REFERENCE

ASSISTANCE

COMMUNITY



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test-drive@netscape.com,7/18/95 9:25 AM,Netscape Server Test Drive Program 1

Date: Tue, 18 Jul 1995 09:25:17 -0700

From: test-drive@netscape.com

To: edy@wais.com

Subject: Netscape Server Test Drive Program

Your application for participation in the Netscape Server Test Drive Program has been successfully processed. To download the Netscape Server software, you need to go to the following location:

<http://test-drive.netscape.com/download/>

and enter the following information when prompted:

User ID: edy@wais.com

Password: 1c5VaKT1Yr8B

This User ID and Password are required to enable the server download.

Thank you for your participation in the Netscape Server Test Drive Program.



NETSCAPE SERVER TEST DRIVE LICENSE AGREEMENT

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Contractor/manufacturer is Netscape Communications Corporation, 501 East Middlefield Road, Mountain View, CA 94043.

I agree with the terms of the license agreement.

I do not agree with the terms of the license agreement.



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SERVER TEST DRIVE

NETSCAPE SERVER TEST DRIVE SELECTOR

Please select the server product, platform and compression you wish to download:

Select Server Product	▼
Select Server Platform	▼
Select Compression Type	▼



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S E R V E R T E S T D R I V E

NETSCAPE SERVER TEST DRIVE DOWNLOADER

NOTE: The file you are about to download is named pick.cgi. You will need to change the name to the following:

commerce.sunos.tar.Z

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<TITLE>Netscape Mirror Site Application</TITLE>
<BODY> <!-- /comprod/images/comprod_bg.gif -->

<CENTER>

<IMG SRC="/comprod/mirror/images/netscape_mirror_sites.gif" WIDTH=468
HEIGHT=32 BORDER=0>

<H2>
MIRROR
SITE
APPPLICATION
</H2>

</CENTER>

To be considered as an ftp mirror site for Netscape Navigator, please fill out the following application - the only requirement is that the server be maintained by an educational institution. Netscape Communications cannot offer any assistance in configuring or maintaining your ftp site. You can also return to our
mirror sites list.<P>

<HR SIZE=4><P>

<FORM ACTION="http://www1.netscape.com/cgi-bin/mirror.cgi" METHOD="POST">

<PRE>

Contact Person: <INPUT NAME="contact" SIZE=40>
E-mail Address: <INPUT NAME="email" SIZE=40>
Country: <INPUT NAME="country" SIZE=40>

FTP Site URL (please give full pathname)
<INPUT NAME="url" VALUE="ftp://" SIZE=56>

Is the ftp server you have listed above maintained
by an educational institute?

<INPUT TYPE="radio" NAME="edu" VALUE="y"> Yes
<INPUT TYPE="radio" NAME="edu" VALUE="n"> No